

## Agencies Make Better Grant Management Decisions with BI

### Business Objects has helped the following federal agencies:

- Department of Defense
- Department of Homeland Security
- Internal Revenue Service
- Food and Drug Administration
- National Weather Service
- Environmental Protection Agency
- Department of Transportation
- Department of Treasury
- Department of State
- Department of Commerce
- U.S. Air Force
- U.S. Navy

### The following partners deliver Business Objects solutions to our federal clients:

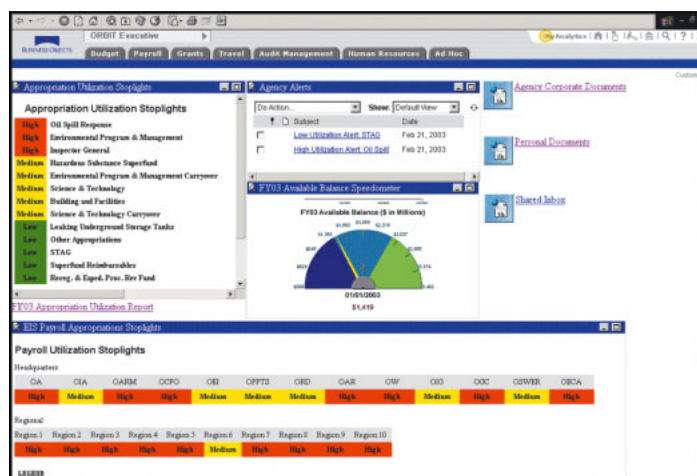
- Accenture
- BearingPoint
- CGI-AMS
- IBM

### Improve Performance of Grant Programs and Demonstrate Results

Mandatory and discretionary federal grant programs account for \$360 billion distributed annually through 900 grant programs and 26 federal grant-making agencies. But, during the past several years, funding opportunities have increased minimally compared to the number of applicants competing for federal dollars. Selecting grant recipients from the large population of applicants is a significant challenge. Yet, that's just the beginning of the grant manager's job. Constantly changing requirements dictate that managers look beyond the award phase and focus on the performance and management of grant programs.

Two recent federal mandates placed grant management under increased scrutiny. The Federal Financial Assistance Management Improvement Act of 1999 and the President's Management Agenda (PMA) require agencies to improve performance and demonstrate the effectiveness of federal grant programs in delivering on services to the public.

To meet these demands, grant managers must have the ability to monitor and measure the effectiveness of awarded projects to achieve results. They need tools that can track progress throughout all phases of the award process, providing them with better insight into the complete lifecycle of an award. This insight must be correlated with information about grant-program effectiveness as demonstrated by the accomplishment of outcome-based performance measures.



Grant management dashboard and reports.

### Transform Grant and Financial Data into Valuable Insight

Business Objects provides a platform to support decision-making based on controlled analysis of grant applications. Once grants are awarded, we help the sponsor agencies track grantee performance and progress to determine whether to continue funding programs. Whether you need assistance awarding new grants or managing existing ones, Business Objects can help you address your grant, financial, and program management decision-making requirements.

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### Improve Performance of Grant Programs and Demonstrate Results

#### Performance Management Dashboards

Display goal speedometers and graphs for each of your agency and grant program performance metrics. Dashboards provide managers with a graphical representation of performance status related to budgets, reporting, and project status. The dashboards proactively alert managers to changes in project status or budgeting that can negatively impact a project's success.

#### Query, Reporting, and Analysis

These tools allow you to easily track, understand, and manage your grant information stored in multiple data sources within your agency or agencies co-sponsoring grants. Using business intelligence (BI) solutions from Business Objects, you can run reports that segment grants by their status in the award cycle; budgetary limits; work performed versus budget; the states and facilities in which work is performed; and numerous other parameters. You won't need to rely on IT to get the information you want, when you want it. You can run reports that give you the answers you need quickly and in easy-to-understand terms.

#### Data Integration

BI tools from Business Objects integrate with the numerous systems that store grant information, including systems for financial management, knowledge management, and agency databases. Tying together information from these different systems provides you with comprehensive grantee profiles to effectively monitor grant programs.

#### Balanced Scorecards

With balanced scorecards, federal grant managers and financial managers can quickly evaluate whether the agency is accomplishing its mission, achieving its strategic goals, and operating efficiently. Strategy maps demonstrate how key agency objectives influence each other, where goals have been accomplished or missed, and identify the causes of missed goals.

#### Analytical Applications

These applications allow you to manage goals and metrics as time-series data that enable analysts to evaluate grant trends, make budgetary predictions for the years to come, and to perform what-if analyses.

#### Business Objects Helps Managers Navigate Complex Data

As agencies become more proficient at establishing meaningful, outcome-based performance goals, the need for information will continue to grow and the sources of data will multiply. BI tools from Business Objects can be a program manager's most valuable asset for making sense of the explosion of data and can help managers make more informed decisions.

BI solutions from Business Objects provide high-level and drillable information from multiple systems storing information about grantee program status. Our solutions integrate with data sources within your agency or spanning multiple agencies that fund or affect awards.

*“Using the Business Objects dashboards, our managers have immediate access to the data that is most important to them.”*

Linda Combs, Chief Financial Officer, EPA

Business Objects provides an integrated and collaborative approach to information management and reporting which allows federal managers to:

- ▶ Measure the demand for programs prior to an award
- ▶ Track funds granted against agency budgets
- ▶ Assure proper communication with Congress on award decisions and compliance with congressional earmarks
- ▶ Monitor grantee cost allocation versus proposed project and management requirements
- ▶ Measure the quality of the work performed with grant funds
- ▶ Assure funds are disbursed appropriately
- ▶ Demonstrate timely grant close-out

In addition to analyzing information about existing and prospective grants, business intelligence can cross reference grant data with complex issues related to the regulatory environment, accounting and auditing issues, budgeting, intellectual property, and ethics. Through sophisticated analysis capabilities, our tools provide grant managers with a comprehensive picture of the compliance and status of grant programs.



### **Business Objects Has Proven Experience Delivering BI Solutions to Federal Agencies**

Business Objects helps the Environmental Protection Agency (EPA) meet its complex grant management requirements and helps promote financial accountability throughout the agency. EPA funds grants to states, tribes, and environmental programs in its efforts to promote environmental and human health through cleaner air, purer water, and better protected land. EPA allocates 45% of its budget through grants to fund public and private environmental programs.

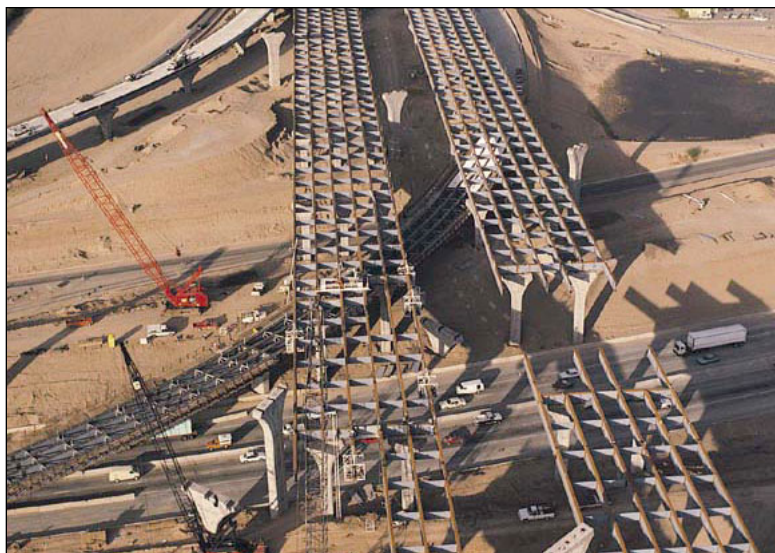
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### Improve Performance of Grant Programs and Demonstrate Results

"We think an important element of our grant programs is to develop a set of measures to look across the regions and see how we are being most helpful to our state and tribal partners, as well as seeing where we feel like we could end up being more effective."

Linda Combs,

Chief Financial Officer, EPA



Using BI solutions from Business Objects, EPA tracks environmental and financial data related to specific grants, and correlates this information to gain insight into overall grant-program performance. BusinessObjects™ accesses and coordinates data from disparate financial and agency sources, in addition to leveraging data stored in its financial data warehouse. The solution also provides management with reporting and analysis on environmental and health measures, combined with financial, program, and other historical data. With BI, the EPA can be proactive in the management of grant projects. The agency has increased efficiency and demonstrated results through better grant program planning and improved understanding of program status.

#### Take the Next Step

Business Objects is the world's leading business intelligence software company and the leading provider of BI solutions to the U.S. federal government. More than 31,000 customers and 1,500 public sector organizations worldwide use BI tools from Business Objects. Business intelligence improves the federal government's ability to track, understand, and manage cases, budgets, grants, contracts, human capital, and reporting to Congress. The Department of Defense and every U.S. federal cabinet department use Business Objects software to improve performance.

All federal grant programs must demonstrate that they are achieving results by establishing, monitoring, and accomplishing meaningful outcome-based performance objectives. Grant management is data-intensive and Business Objects can help you meet your information and analysis challenges. Business Objects and our partners possess a wealth of experience in delivering proven solutions that will help you achieve results. For more information about how Business Objects can assist your agency, contact your sales representative or visit us at [www.businessobjects.com/government](http://www.businessobjects.com/government).

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